Revision number: 7   Purchasing Agent: DEBBIE GUNDERSEN

Item: VIDEOCONFERENCING, BRIDGING SERVICES, VIDEO
         TELECONFERENCING HARDWARE & SOFTWARE

Vendor: 91731C   WIRE ONE TECHNOLOGIES, INC.
                                 201 S MAIN STREET STE 900
                                 SALT LAKE CITY UT 84111-2215

Internet Homepage: www.wireoneinc.com

Telephone: (801) 350-9161

Fax number: (801) 350-9163

Contact: CARTER WILLIAMSON

Email address: cwilliamson@wireone.com

Brand/trade name: VARIOUS

Price: SEE ATTACHED PRICE LIST
Terms: NET
Effective dates: 11/06/02 through 11/05/03
Days required for delivery: 30 DAYS ARO
Price guarantee period: 1 YEAR, RENEWABLE
Minimum order:
Min shipment without charges:
Other conditions:

NOTE: EFFECTIVE DATES HAVE BEEN EXTENDED.

REMIT TO: 91731C-A   WIRE ONE TECHNOLOGIES,   INC.
                              225 LONG AVENUE
                              HILLSIDE, NJ 07205

This statewide contract is an "AR" (Authorization Required) contract. Authorization is required before purchase can be made. The authorization requirements and procedure is detailed in the attachment to the contract. Order may be placed only after authorization is received. This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.

AUTHORIZATION REQUIRED: State ITS (Information Technology Services) administers State agency purchases from this contract. State agencies (executive branch) must coordinate their purchase through ITS, not directly with the contractor. You must contact John Stucki at (801) 538-3316 for assistance. Political subdivisions (such as higher education, public education, cities and counties) are not required to coordinate their purchase through ITS, however, because of the complexity of product configuration design, the Division of Purchasing strongly recommends political subdivisions seek ITS' guidance before making a purchase.

BASE MODEL/ PART #	DESCRIPTION	UNIT PRICE	QTY	SYSTEM PRICE
	LARGE ROOM SYSTEM			
PictureTel Venue 2300 S2300NTRB	H.320,PT724(7KHz),G.711/22/28, PowerCam 30 Pan/Tilt/Zoom Camera, Four (4) Aux video sources, IR Handheld Remote (QuickPad), Output & Inputs for VCR video/audio, Parallel printer port, two (2) 19200 data ports, PIP, IDEC, Far-end camera control, Triple BRI interface, HDR2 for data rates up to 384k, PowerMic omni directional mic.	$13,440	1	$13,440
***************				
PictureTel 30fps Option S2-30FPS	30FPS at rates of 384k and higher on Venue 2000 system	2,250	1	2,250
***************				
PictureTel PowerMic MIC-1-EXT	Additional PowerMic omni directional mic extension. Add-on PowerMic with 10ft and 25ft extension cables.	930	1	930
OPTIONAL0 MODEL/PART #				
PictureTel Tabletop Mic MTT	Tabletop Microphone	275		
***************				
PictureTel Utility Cart Cart-1	Portable Utility Cart with extra shelf to support up to 27" monitor	640	2	1,280
OPTIONAL MODEL/PART #				
Bretford A/V Cart BBUL44-C4	Adjustable cart, extra shelf w/electrical outlet assembly	275		
PictureTel SystemCart 2000 CART2-S2	SystemCart 2000 enclosed rollabout cart for Venue	1,600		
***************				
PictureTel RPC-3	Additional PowerCam 30, IR based Pan/Tilt/Zoom with wide angle lens and 50ft cable	3,700	1	3,700
OPTIONAL MODEL/PART #				
Canon VC-C1 MKII	IR based Pan/Tilt/Zoom Camera	1,650		
***************				

BASE MODEL/ PART #	DESCRIPTION	UNIT PRICE	QTY	SYSTEM PRICE
	LARGE ROOM SYSTEM, CONT'D			
Sony 27" Monitor MN27 ***************	27" NTSC Color Monitor with Video/Audio inputs	$ 750	2	$ 1,500
Sony VCR VCR-Sony ***************	Sony 4-head video cassette recorder, NTSC	460	1	460
Canon DocCam	Canon RE350 Document Camera with cable, automatic zoom, focus, white balance, additional BNC, Y/C, RCA inputs.	2,800	1	2,800
OPTIONAL MODEL/PART #				
PictureTel SwiftCam SwiftCamS-1 ***************	Manual focus DocCam with stand included	370		
LARGE ROOM SYSTEM BASIC EQUIPMENT TOTAL		$26,360		
Basic Install & 1st Year Maintenance	Setup, configure, test. 7x24 help desk, next day on-site service (all parts & labor), video test facilities. Includes all base equipment above.	3,725		
InstallPlus & 1st Year ViewCare Maintenance RS-INSTPL-1VC	Same as basic service + coordination w/all vendors/services. No fault problem resolution. Single point of contact for equipment & network. Qtrly reports. Includes all base equipment above. End user training course via video for 8 w/user manuals.	6,040		
PictureTel Virtuoso VIRT-3	Virtuoso Audio package. Includes Automatic Gain Control & Automatic Noise Suppression	1,280		
Motorola NT1 MOT-NT1	ISDN Network Termination Device for each ISDN line	196		
ScanDo VSC-2	PC Video Scan Converter for SVGA to NTSC	1,336		
GroupShare	Software and 9pin to 25pin connector connector	254		

BASE MODEL/ PART #	DESCRIPTION	UNIT PRICE	QTY	SYSTEM PRICE
	LARGE ROOM SYSTEM, CONT'D			
Modem S2-MDM-USA	Modem Cable Kit for remote diagnostics	$ 300		
Graphics Card GCARD	Graphics Card for use with Dual Graphic Display	465		
LimeLight 2-LMLT-E	LimeLight add-on with replacement KeyPad. Voice Activated Camera	Included free		
Upgrade IR KeyPad S23-LK-U-E	Desktop Keypad in English to replace QuickPad handheld remote. (For new orders only) IR ready	208		
LAMB Button LAMB-E	Look At Me Button in English. Mute and Show Room Buttons	465		
****************				
	SMALL ROOM SYSTEM - OPTION I			
PictureTel SwiftSite SS700-1	H.320,PT724(7KHz),G.711/22/28, Pan/Tilt/Zoom Camera, Aux video source, IR Handheld Remote (QuickPad), Output & Inputs for VCR video/audio, Parallel printer port, data port, ISDN-BRI interface for 128k, PIP,IDEC, Far-end camera control	5,527	1	5,527
****************				
Sony 27" Monitor MN27	27" NTSC Color Monitor with Video/Audio inputs	750	1	750
****************				
PictureTel Utility Cart Cart-1 OPTIONAL MODEL/PART #	Portable Utility Cart with extra shelf to support up to 27" monitor	640	1	640
Bretford A/V Cart BBUL44-C4	Adjustable cart, extra shelf w/outlet assembly	275		
****************				
RSA/VAmp 15-1103	2-output VCR Audio Video Distribution Amp with RCA cables	32	1	32
****************				
SMALL ROOM SYSTEM-OPTION I EQUIPMENT TOTAL		$6,917		
ViewCare Compact Remote Install & Support CS-INST-1REM	5x12 help desk, next day on-site parts, single point of contact. Includes above equipment	925		

BASE MODEL/ PART #	DESCRIPTION	UNIT PRICE	QTY	SYSTEM PRICE
	SMALL ROOM SYSTEM - OPTION I, CONT'D			
ViewCare CompactPlus CS-INSTOS-1REM	Same as above plus on-site install/labor. See attached description	1,200		
Motorola NT1 MOT-NT1 ***************	ISDN Network Termination Device for each ISDN line	196		
	SMALL ROOM SYSTEM-OPTION II			
PictureTel Venue 2300 S2300NTRB	H.320 codec,PT724(7KHz),G.711/22/28, Pan/Tilt/Zoom Camera, Four (4) video source, IR Handheld Remote (QuickPad), Output & Inputs for VCR video/audio, Two (2) data ports, PIP, IDEC, Far-end camera control, Triple BRI interface, HDR2 for data rates up to 384k, PowerMic omni-directional mic	13,440	1	13,440
***************				
Sony 27" Monitor MN27 ***************	27" NTSC Color Monitor with Video/Audio inputs	750	1	750
PictureTel Utility Cart Cart-1	Portable Utility Cart with extra shelf	640	1	640
OPTIONAL MODEL/PART #				
Bretford A/V Cart BBUL44-C4 ***************	Adjustable cart with extra shelf w/electrical outlet assembly	275		
RSA/V Distribution Amp 15-1103 ***************	2-output VCR Audio Video Distribution Amp with RCA cables	32	1	32
SMALL ROOM SYSTEM-OPTION II EQUIPMENT TOTAL		$14,862		
Basic Install & 1st Year Maintenance RS-INST-1MAINT	Setup, configure, test. 7x24 help desk, next day on-site service, video test facilities. Includes all base equipment above	3,100		
InstallPlus & 1st Year ViewCare Maintenance RS-INSTPL-1VC	Same as basic service + coordination w/all vendors/services. No fault problem resolution. Single point of contact for equipment and network. Qtrly reports. Includes all base equipment above. End user training course via video for 8 w/user manuals	5,490		
Motorola NT1 MOT-NT1 ***************	ISDN Network Termination Device for each ISDN line	196		

BASE MODEL/		UNIT		SYSTEM

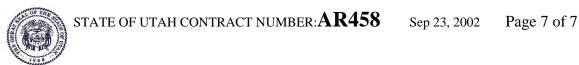| PART #	DESCRIPTION	PRICE	QTY	PRICE
	DESKTOP H.320 VIDEO CONFERENCING SYSTEM			
PictureTel Live200 Live200p- 340-3E-A	H.320 desktop add-on kit with WorldCam fixed focus camera w/headset and speakers/mic for Win95. Has BRI-ISDN integrated network interface, GroupShare voice activation for multipoint and separate near/far-end video	$ 1,195	1	$ 1,195
****************				
DESKTOP H.320 VIDEO SYSTEM EQUIPMENT TOTAL		$ 1,195		
View Tech enhanced SharedCare 1 year Remote Support PS-SC1	Features first call diagnosis by View Tech support. Next Business Day parts exchange on PTel receipt of failed part Technical Telephone Support in PPM, Software Updates	325		
ViewCare PC Installation Package & 1 Year Remote Service PS-INST-VC REM	Ordering/corrdination provisioning of ISDN access line, pre-packaging of network and video equipment, data network integration, coordination and phone support	1,200		
ViewCare PC On-Site Installation & 1 Year On-Site Service PS-INSTOS-VCOS	Order/coordinate/provisioning of ISDN network prepackaging of network and video equipment, data network integration, coordinate and phone support of install, training via video	1,745		
Motorola NT1 MOT-NT1	ISDN Network Termination Device for each ISDN line	196		
Speaker-phone PCS-SP	PictureTel Speakerphone for hands-free operation	415		
****************				
	DESKTOP H.323 VIDEO CONFERENCING SYSTEM			
PictureTel LiveLan 3.0 Client LLAN-V3-WC-X1	Single user H.323 compliant VC kit for LAN attached PCI bus PCs running Win95 Includes LiveLan software, product guide, online help, installation guide, PCI video/audio codec card, WorldCam fixed focus camera and speakers/mic	1,195	1	1,195
****************				
PictureTel LiveManager 3.0 LMGR-V3	Windows NT client/server conference manager. Provides H.323 clients and gateways mgmt services such as bandwidth management, usage monitoring, and troubleshooting. Includes LiveManager 3.0 software, product guide, online help. Only once license required per corporate network	495	1	495

BASE MODEL/ PART #	DESCRIPTION	UNIT PRICE	QTY	SYSTEM PRICE

DESKTOP H.323 VIDEO SYSTEM EQUIPMENT TOTAL $ 1,690

LiveCare Plus LCP-36-LAN-P	36 Months for LiveLan covers tele-install assistance, telephone support and on-site maintenance when needed/ quick parts replacement	545
Live-Manager Support HD-12-SWAPP-P	Help Desk, 12 months on Live-Manager	195
LiveLan Client & LiveManager Install LAN-INSTALL-5	Five (5) LiveLAN Client Installation. A fully functioning LAN must be installed and operating at the customer site before LiveLAN installation	2,500
Live Gateway 3.0 LGW-V3	H.323/H.320 compliant bi-directional Windows NT gateway. Provides H.323 compliant clients (PictureTel's Live LAN 3.0) interoperability with H.320 compliant systems & MCUs such as PictureTel's Live 200, SwiftSite, Venue, Concorde, and Montage/Prism	2,485
LiveCare Plus for Live Gateway LCP-36-GTWY-P	36 months of tele-install, telephone support on-site maintenance and quick parts replacement	795
Motorola NT1 MOT-NT1	ISDN Network Termination Device for each ISDN line	196

FOR ADDITIONAL ITEMS UNDER THIS CONTRACT, PLEASE CONTACT CHRISTOPHER TAYLOR AT (801) 350-9161.

FINET COMMODITY CODE(S):
84056000000-TELECONFERENCE SYSTEMS, AUDIO/VIDEO